

THE LARKIN CLUB-OF-TEN.

WHAT A DOLLAR A MONTH WILL DO.

To Regular Customers:

**Suggestions
and
Information.**

We offer a number of suggestions, gathered from the experience of others, which we believe when followed give the greatest degree of satisfaction to all concerned in a Larkin Club-of-Ten.

It must be understood that the Club is a private arrangement between individuals, to which the Larkin Soap Co. is not a party. To us, each order is a separate transaction, complete in itself, and we are not responsible for the details arranged between Club members. We can go no further than to offer friendly suggestions.

Important to Club Organizers.

**Certificate
Rules:**

I. CERTIFICATE PREMIUMS are given only to regular customers as a reward for \$10.00 orders accompanied by the cash and signed by new or regular customers.

*See Premium
List, page 2.*

IV. A REGULAR CUSTOMER is the head of a family who has, within two years, purchased direct from us and promptly paid for a Case of the Larkin Soaps. Every member of his household may earn Certificate Premiums by having the head of the family personally sign all communications.

Avoid disappointment by keeping these rules in mind.

HOW TO CONDUCT A LARKIN CLUB-OF-TEN.

The Start.

1. The organizer will induce ten persons to join the Club for the purpose of securing Larkin Soaps and Premiums.

Organization.

2. The Club should be organized by the members' signing the "Club-members' Agreement" and electing the organizer as Secretary. The Club-members' Agreement should be sent to us with the first order.

**Sending
Orders.**

3. Each month, or oftener, the Secretary sends one of the orders on our Club Order-blank signed by that member of the Club who is to receive the Larkin Premium. The goods will be shipped to that member and he should pay the freight on the shipment. The Club-members should decide each month, in advance, who shall sign the order and receive the Larkin Premium. A meeting for distribution of Soaps, payment of money, and selection of next consignee, can be held at home of consignee of a shipment on its arrival.

**To Secure
Certificate
Premiums.**

4. Each order must be countersigned by the Secretary in space provided for regular customer's signature and accompanied by the cash. Unless the Secretary is already a regular customer, the first order must be sent in his name to establish him as one, to entitle him to Certificate Premiums on all the subsequent orders.

**Distribution of
and Collection
for Soaps.**

5. The Soaps and the \$10.00 payments are equally divided. Each case will be packed as ordered. Invariably, all Soaps should be fully paid for on or before delivery.

**The Cost
and
Immediate
Benefits.**

6. At the end of ten months, each member will have paid the Club \$10.00, in ten equal monthly payments, and the freight charges on one shipment. Each member will have received \$10.00 worth of Soaps and a Larkin Premium.

Subject to Certificate Rules on page 2 of our Premium List, the Secretary will have received a Certificate Premium and 50 cents' worth of Soaps for each cash order. A Club-member does not advance \$10.00 and is not entitled to the present-for-cash; it is the product of the organization and is therefore the property of the organizer.

**Future
Benefits.**

7. If each Club-member signs an order, as suggested in No. 4, at the end of ten months all will be regular customers, and by organizing other Clubs or sending Recommended Orders during ensuing two years can obtain Certificate Premiums. They will also receive our new circulars, mailed to all customers.

**Premiums
Costing
Extra.**

8. If any member wishes a Premium offered for an amount in excess of \$10.00, he must pay the excess to the Secretary at the time his order is sent in.

**Each a
Separate
Transaction.**

9. The selection of a Larkin Premium due on an order of \$10.00 (or more) worth of Soaps may be deferred indefinitely; a due-bill will be issued for the Premium, which will be shipped alone when selected. Two or more due-bills can be used to secure a Premium, to obtain which, more than a \$10.00 purchase is required.

One-half of list prices will be charged for Soap selected in excess of amount required for Premium chosen.

We cannot award at some future time, and Clubs must not ask, any Larkin Premium upon several excess-purchases aggregating \$10.00, as to us each order is a separate transaction, complete in itself.

**Withdrawal
of
Members.**

10. Any member who wishes to withdraw from the Club before he receives his Larkin Premium, should get some friend, agreeable to the other Club-members, to take his place.

Any member who wishes to withdraw from the Club after he has received his Larkin Premium, should pay to the Secretary, for the use of the Club, the sum of \$6.00 less one-half of the amount already paid for Soaps.

(Example: If one has already paid \$4.00, and received \$4.00 worth of Soaps and a Larkin Premium he should pay to the Secretary \$6.00 less 2.00=\$4.00 additional, making \$8.00 paid for \$4.00 worth of Soaps and a Larkin Premium.)

LARKIN CLUB-OF-TEN MEMBERS' AGREEMENT.

We, the undersigned, hereby form a voluntary Association for the purpose of procuring Larkin Soaps and Premiums by the Club-of-Ten plan.

We agree that all Soaps shall be paid for on or before delivery, and that the Larkin Premiums, received in whatever name, and to whomsoever delivered, shall be and remain the exclusive property of the Association until each member shall have received a Larkin Premium, or until the member holding the Premium shall have paid the current price for the Soaps and Premium received.

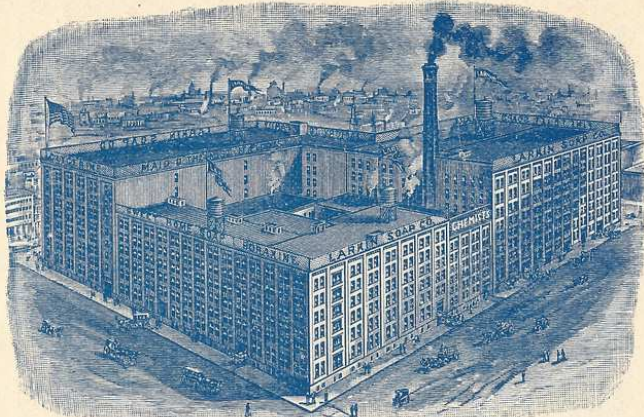
We agree that shall act as Secretary of the Association, and in case of any disagreement among members, shall be the general custodian of the property of the Association. All Premiums of the Association shall be delivered to him on demand, or he may maintain an action to secure them or their value, in his own name, as trustee.

SIGN FULL NAME Persons under age must have parents sign for them.		POST-OFFICE. STREET AND NUMBER, IF ANY.	STATE.
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TO CLUB SECRETARY: Detach and enclose this Agreement, signed in person by each member of the Club, with the first order.

Keep the attached suggestions for future reference.

Larkin Soap Co.



**How to Get
the Larkin
Soaps and
Premiums
With a Dollar
a Month.**

A BRIGHT WOMAN ONCE WROTE US :

"We have a club of ten families. We buy one \$10.00 case of the Larkin Soaps each month and divide Soaps and cost equally. In ten months each of the ten in turn will own one Larkin Premium, each having received \$10.00 worth of Soaps and made ten one-dollar payments. I think I can keep the club operating continuously, each obtaining a valuable free Premium every ten months."



We published this suggestion, resulting in the organization of "Clubs-of-Ten" in constantly increasing numbers.

Pan-American Awards : Two Gold, One Silver and Three Bronze Medals.

If you do not feel inclined to invest \$10.00 in one sum—although it is wise economy thus to season your soap—you can easily operate this plan. A Club-of-Ten Information Package (ten Booklets, etc.,) mailed, postpaid, on request.

Larkin Soap Co.

**FACTORY-TO-FAMILY, SOAPMAKERS,
PERFUMERS, CHEMISTS, REFINERS.**
Factories and General Offices : BUFFALO, N. Y.
Established, 1875. Capital, \$3,000,000.

**Branch for West-of-the-Mississippi patrons:
PEORIA, ILL.**

Local Branches :

211, 213 N. Broad St., PHILADELPHIA, PA.
662, 664 Broadway, E. D., BROOKLYN, N. Y.
49 Barclay St. and } NEW YORK CITY.
52, 54 Park Place, }
19 Eliot Street, BOSTON, MASS.



Omaha Award : Gold Medal.